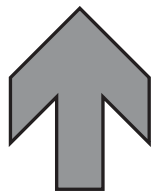




Don't delay!

Fill out the
Registration Form
on reverse side
to reserve your
place

Today!



Who is Jeff Smith?

Jeff Smith is a savvy investor with 24 years' experience rehabbing distressed houses and junkers for huge profits. He also finds and buys killer deals that virtually no one knows about. Jeff has been a successful landlord for more than two decades. He wrote for the prestigious Kiplinger Florida Letter for 14 years and was the dean of the Southeastern banking writers for a decade as a newspaper business editor! Jeff writes "*Real Estate Profit Line*," a best-selling real estate newsletter, and is in demand to speak to investment groups nationwide.

Jeff teaches students how to become their own boss through real estate investments. His "*Fixers To Fortunes*" rehab course ***sells out*** almost every class! That power-packed course has limited seating because it includes an exclusive all-day bus trip where you learn hands-on how to rehab houses for incredible profits! This is a ***must-attend-at-all-costs seminar!***

Bay Area Wealth Builders Association
is proud to sponsor a
Jeff Smith
workshop

Power Cash Flow Generating Strategies

Saturday, July 17, 2004
San Rafael, California

Are you short of cash? Have bad credit?
This Power Cash Flow Generating Strategies seminar
can help you get to where you want to be
in your financial life.

The focus of this workshop is on
NEGOTIATIONS & DEAL STRUCTURING STRATEGIES.

You will receive a step-by-step visual presentation
from Jeff... on each point...
so you will never have to wonder
if there was a better way to put your deal together!

Now... for the first time anywhere...

come see how veteran pro investor Jeff Smith uses his **unique negotiating style** to overcome seller objections! See how he buys houses at rock-bottom prices and with the best terms! **You can do it, too!** Jeff will show you how he honed his negotiating prowess with his "5 amazing secrets" to winning negotiations almost every time.

- ✓ How he consistently earns up to \$10,000 or more an hour negotiating and you can, too!
- ✓ The two critical negotiations you want to win every time ... and why
- ✓ How to overcome a reluctant buyer or seller's concerns
- ✓ Sell for top dollar every time!
- ✓ How to make your contracts irresistible to buyers or sellers
- ✓ He will show you live how to achieve winning negotiations
- ✓ How to pay full price for a house ... and still make tens of thousands in profit
- ✓ Contractual clauses that can make you up to \$5,000 at closing
- ✓ How to guarantee your transaction will please any buyer
- ✓ A golden way "to buy" high-priced houses with little cash upfront
- ✓ How to turn contingencies into cold hard cash at closing
- ✓ Now, with some of these negotiating tips, you can learn to buy real estate... or anything... dirt cheap!

Super Bonus! Jeff will **take you inside the banker's head...** and show you one way to virtually guarantee he will listen to your ridiculous short-sale offer. Jeff covered banking for a decade and knows the secrets to the banker's vault! You won't hear this in anyone's \$5,000 boot camp!

Workshop Location

Four Points Sheraton

1010 Northgate Dr.
San Rafael, CA
415-479-8800

Date & Time

Full Day
Saturday, July 17, 2004

Registration is at 7:30am
Workshop starts 8:30am and runs until
approximately 5:00pm

Seminar Pricing

BAWB Members (pre-registered) **\$99.00**

Non-BAWB Members (pre-registered) **\$129.00**

All Others (including at-the-door) **\$149.00**
(on a space-available basis ONLY – no exceptions)

Note: *If pre-registered, there will be no refunds provided without a cancellation notice given one week prior to the workshop date.*

Registration

To register, simply use the attached registration coupon and submit via mail or fax. If you would like further information on the seminar, please visit the BAWB, "Bay Area Wealth Builders Association," online at: www.BAWB.info.

Please Note: *Seminar seating is limited and available on a first-come, first-served basis. Register early to guarantee your seat. Fee covers seminar only. Students are responsible for their own meals, travel, and lodging.*

JEFF SMITH WORKSHOP REGISTRATION FORM

Count me in! I can't wait to attend this workshop for real estate investors.

Two Ways to Register



By Fax

707-939-8476



By Mail

To: **BAWB, LLC**
P.O. Box 1639
Sonoma, CA 95476

Name _____

Address _____

City/State/Zip _____ E-mail _____

Telephone No. (____) _____ No. of seats you are paying for _____

My check or money order for \$_____ (made out to BAWB, LLC) is enclosed as full payment for reserved seats.

Please charge my credit card for amount of purchase.

Card Number - - -

Exp. Date - MONTH YEAR Signature _____

Mail-in customers – cut along dotted line and return this coupon with your check, money order, or credit card information.